

Summary

Elizabeth Crew, DPh and owner of Cotton County Drug, suspected her control medications were being pilfered. But identifying the source was difficult because she never had enough time to spot-check her 500-count stock bottles to pinpoint the time and day of theft. "I'd close the pharmacy at 6pm, and then spend two hours hand-counting. It took forever, and I couldn't do it frequently enough," she said. Mrs. Crew invested in a Kirby Lester KL1 tablet counter, and she found it was the perfect tool for fast, always-accurate counting – not only for the day-to-day Rx filling, but for perpetual control drug auditing. As a result, she was able to spot-check throughout the day and understand the source of the inventory shrinkage. "What used to take me two hours now takes 10 minutes. The KL1 paid for itself immediately," says Mrs. Crew.



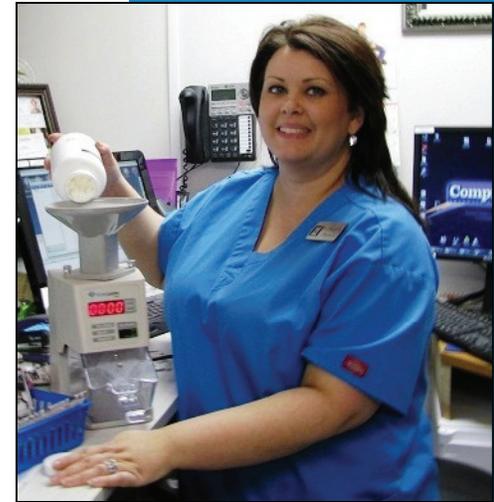
Setting

For 30 years, Walters, OK had only one pharmacy to serve the rural southwest Oklahoma community of 2,500 people. When it closed in early 2010, local residents were forced to drive 35 minutes to the nearest pharmacy. Mrs. Crew saw a golden opportunity and opened Cotton County Drug three months later. Her prescription volume has grown steadily. Mrs. Crew plans to move to a larger facility and add compounding, hormone therapy, veterinary medicine and gift shop.

- Daily Rx volume: Average 95, with peaks up to 130
- Staff: Typical shift is 1 pharmacist, 1 tech, 1 clerk

Challenges

Mrs. Crew tried to spend carefully in the first months after opening the pharmacy. "At the same time, I was having trouble with my narcotics walking out the door," she says. Mrs. Crew would close the pharmacy at 6pm and twice a week she would perform the mind-numbing task of hand-counting for two hours. "No human is 100% accurate. And I knew it was not the best use of my time to be counting 500-count bottles of hydrocodone in 10 different strengths."



Solution

Cotton County Drug is only 600 sq. feet; every inch of countertop space is precious. "I saw an advertisement for the new Kirby Lester KL1 and thought it would make a good tax write-off," she says. "When I saw the size, I knew it would be the only device that would fit here," Mrs. Crew said.

"The KL1 saves us so much time, it's not even funny. It paid for itself very quickly in time and convenience."

Elizabeth Crew, DPh
Cotton County Drug

Results

- 1. Double-Count Control and Expensive Meds:** The staff is required to double-count all narcotics and expensive tablets like Viagra. The KL1 makes that task quick and doubt-free.
- 2. Smallest Technology:** The KL1's footprint is about the size of a plastic tray, which is getting less and less use at Cotton County Drug. "I have used older Kirby Lesters in the past. It's not that they were oversized, but the KL1 is a great design improvement," Mrs. Crew says.
- 3. Save Time Every Day:** Regardless of how many scripts per day you process, says Mrs. Crew, your time is valuable. The KL1 saves enough time to quickly generate an ROI.
- 4. Control Shrinkage:** Advises Mrs. Crew: "Any time you suspect someone is walking out the door with anything, this machine is really convenient to check and double-check your inventory."